

# The Commonwealth Grows

Volume 5, Issue I

Winter 2005

Governor's Office of Agricultural Policy

## A New Beginning in Kentucky Ag

### Did You Know?

- # Farms in Kentucky has declined 6% since 1997 from 91,198 to 86,541.
- # Acres in Kentucky farms has remained virtually the same since 1997.
- # Acres of Vegetables Harvested for sale in Kentucky has grown 54% between the 1997 and 2002 Census of Agriculture.

### Source:

2002 Census of Agriculture

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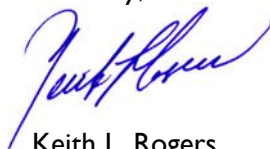
In 2004, Kentucky agriculture was forever changed with the passage of the tobacco buyout in Congress. Tobacco farmers had been dealing with change in the industry and the decline of quota since the late 1990's. The buyout establishes a new direction for the tobacco industry and gives farmers the knowledge that financial resources will be provided to assist in this historic transition.

The immediate issue on many minds is the status of the 2004 Phase II payments. I know farmers have budgeted and planned on those payments arriving soon after the first of the year, and we all were very disappointed in Judge Tennille's ruling in favor of the tobacco companies. The National Tobacco Settlement Trust and seven of the participating states, including Kentucky, immediately appealed the ruling. Be assured Governor Fletcher and his Office of Agricultural Policy will use every avenue available to hold the tobacco companies to the financial obligation they have to Kentucky's tobacco growers and quota owners. For the latest information on the Phase II issue, visit our web site at <http://agpolicy.ky.gov/>.

For Kentucky farm families, 2005 will be a year of major choices. Do we continue to raise tobacco? Do we transition to other farm enterprises? Do we decide to move to other opportunities off the farm? Whatever you choose to do in your operation, rest assured that Governor Fletcher's administration is dedicated to helping our farmers through this transition, no matter what future they choose for their farm families.

In closing, let me wish each of you a very successful and great new year. I firmly believe the golden age of Kentucky agriculture is in front of us. Together we will continue to build a strong and vibrant agricultural economy.

Sincerely,



Keith L. Rogers  
Executive Director / CEO



## Agricultural Development Fund Investments

**K**entucky's General Assembly made a historic effort in 2000 to diversify away from tobacco production, while revitalizing the farm economy by investing 50% of Kentucky's Master Settlement Agreement into the Kentucky Agricultural Development Fund.

In the last two months, over \$2.5 million of Agricultural Development Funds have been invested in Kentucky's agricultural diversification effort. This brings the total investment to date to over \$167 million in an array of county, regional, and state projects designed to increase net farm income and create sustainable new farm-based enterprises.

The following are projects receiving Agricultural Development Funds between November and December 2004, representing 10 of the 1,900 projects that have been approved since 2001.

### Commonwealth Agri-Energy

County Funds: \$200,000

Award Date: November 2004

Commonwealth Agri-Energy was approved for \$200,000 in Christian County funds as a loan to finance the installation of low cost cooling water systems at the facility in Hopkinsville.



### Edmonson County Conservation District

County Funds: \$17,085

Award Date: November 2004

Edmonson County Conservation District was approved for \$17,085 in Edmonson County funds to implement a lime cost-share program to improve productivity of established farmland.

### Green County 4-H Council

County Funds: \$36,560

Award Date: November 2004

Green County 4-H Council was approved for \$36,560 in Green County funds to establish a 4-H heifer chain program for students interested in beef and dairy cattle.

### Hancock County Conservation District

County Funds: \$100,000

Award Date: December 2004

The Hancock County Conservation District was approved for \$100,000 in Hancock County funds to implement a cost-share program to assist farmers with installing subsurfacing drainage systems as a way to improve crop yields to poorly drained soils.

### Henry County Boer Goat Association

County Funds: \$15,750

Award Date: December 2004

The Henry County Boer Goat Association was approved for \$15,750 in Henry County funds to purchase handling equipment and pens to be rented to individual producers, youth groups and livestock organizations for Henry County events.

### Lawrence and Hyde

County Funds: \$21,630

Award Date: November 2004

Lawrence and Hyde was approved for \$21,630 in Trigg County funds to purchase a portable irrigation system to provide custom irrigation services for tobacco and vegetable producers in the area.

### Lewis County Vegetable Producers Association, Inc.



County Funds: \$80,000

Award Date: November 2004

Lewis County Vegetable Producers Association, Inc. was approved for \$80,000 in Lewis County funds to construct a permanent building for marketing diverse agricultural products.

## Agricultural Development Fund Investments

### Montgomery County Conservation District

County Funds: \$25,125

Award Date: November 2004

Montgomery County Conservation District was approved for \$25,125 in Montgomery County funds to implement a lime cost-share program to improve productivity of established farmland.

### Warren County Conservation District

County Funds: \$35,000

Award Date: December 2004

The Warren County Conservation District was approved for \$35,000 in

Warren County funds to implement a cost-share program to assist farmers with installing subsurfacing drainage systems as a way to improve crop yields to poorly drained soils.

### Washington County Cattlemen Association, Inc.

County Funds: \$21,000

Award Date: November 2004

Washington County Cattlemen Association, Inc. was approved for \$21,000 in Washington County funds to continue the existing Youth Master Cattlemen Program.



### Kentucky Agricultural Development Fund



*Making a difference one producer at a time*

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## County Model Cost-share Programs

Cumulative Totals  
January 2001 – December 2004

### Agricultural Diversification

Est. September 2001

\$9,536,619

85 Counties

### Cattle Genetics

Est. February 2001

\$9,709,603

104 Counties

### Cattle Handling

Est. June 2001

\$15,080,842

102 Counties

### Fencing Improvement

Est. March 2003

\$4,627,318

49 Counties

### Forage Improvement

Est. March 2001

\$17,705,587

101 Counties

### Goat Diversification

Est. August 2001

\$2,941,130

86 Counties

### Hay, Straw & Commodity Storage

Est. November 2002

\$12,575,955

88 Counties

### On-Farm Water Enhancement

Est. March 2003

\$857,949

14 Counties

◆ ◆ ◆ ◆ ◆ ◆

## Board Approves New County Model Programs

**T**he Kentucky Agricultural Development Board approved five new county model cost-share programs at the December meeting: *Dairy Diversification*, *Shared-use Equipment*, *Swine Diversification*, *Technology*, and *Timber Production, Utilization & Marketing*. The county model cost-share programs are developed by the Agricultural Development Board with county-level input to allow individual producers on the local level to utilize tobacco settlement funds that are allocated for each county.

### Dairy Diversification Program

was established to encourage and assist existing and new dairy producers throughout the Commonwealth in renovating and modernizing dairy facilities.

Items available for cost-share in the program include\*:

1. Milking equipment
2. Feed ways, forage mixers, feeding equipment systems, automatic waterers
3. Calf hutches, palpation rails, free-stall mattresses, specialized equipment for bedding free stalls

4. Cooling fans & sprinkler systems
5. Renovation of existing dairy barns or existing tobacco barns into dairy facilities
6. Construction of new dairy facilities where no buildings exist for renovation
7. Animal and raw milk transport equipment (excluding motorized vehicles)
8. Cooling and raw milk storage equipment
9. Manure collection and distribution equipment
10. Equipment essential to provide on-farm value-added processing
11. Computer hardware and software to assist in performance record keeping and financial management
12. One half the cost of participation in the Kentucky Farm Business Management Program
13. Promotional and advertising materials in an amount not to exceed \$1,000
14. On-farm direct-to-consumer sales cost-share items

*\*Prerequisites for each section must be fulfilled before funding is disbursed*

### Shared-use Equipment Program

was designed to allow a local administrator to help producers access technology and equipment necessary to improve their operations, but who cannot justify ownership expenses associated with the equipment.

Eligible equipment includes:

#### Forage Improvement:

- No-till drills
- Pasture renovators
- Silage wrappers or baggers
- In-line bale wrappers
- Pasture aerators

#### Cattle Handling:

- Scales
- Chutes (loading, squeeze)
- Crowding tubs
- Corral panels
- Headgates

#### Goat Handling:

- Portable corral pens
- Alley way
- Head chute
- Scale

#### Horticulture:

- Bed shaper
- Mulch/trickle tube layer
- Vegetable transplanter

#### Other:

- Tree planter
- Lime spreader for use on steeper ground
- Trailer for transporting shared-use equipment

*\*Prerequisites for each section must be fulfilled before funding is disbursed*

## New Model Programs

### Swine Diversification Program

was established to assist new and existing swine producers to establish or upgrade swine facilities.

Items available for cost-share in the program include\*:

1. Materials to renovate existing swine facilities or existing tobacco barns into swine facilities
2. Up-to-date equipment (ventilation, feeding, penning, etc.) to improve production efficiency
3. Construction of new swine facilities where no buildings exist for renovation
4. Purchase of hoop-structure buildings, or other loose-bedding housing systems, to be used for swine production or storage of bedding used in loose-bedding systems
5. Feed ingredient and complete diet sampling equipment and analysis
6. Purchase of boar semen to improve the genetic base of the swine herd
7. Purchase of up to 20 high quality replacement gilts to improve the genetic base of the swine herd
8. Equipment needed for on-farm collection, processing, storage, and utilization of semen in an artificial insemination program
9. Equipment for on-farm pregnancy detection and body condition scoring of sows
10. Equipment essential to provide on-farm value-added processing

11. Refrigerated and non-refrigerated equipment (excluding motorized vehicles) for transporting product
12. One half the cost of membership in a producer-owned marketing cooperative
13. Computer hardware and software to assist in performance, financial, and manure management record-keeping
14. One half the cost of participation in the Kentucky Farm Business Management Program
15. Promotional and advertising materials in an amount not to exceed \$1,000
16. On-farm direct-to-consumer sales cost-share items

*\*Prerequisites for each section must be fulfilled before funding is disbursed*

**Technology Program** was established improve net farm income through cost-share on technology that will improve farm operation efficiency.

Items available for cost-share in the program include\*:

### Precision Agriculture

- GPS Monitor/Receiver
- GPS Light Bar/Guidance System
- GPS Yield Monitor
- Spatial Analysis Software/Training (Registration Only)
- Computer GPS Hardware

- Variable Rate Application Control Equipment
- Services related to Spatial Management

### Animal Data Management

- Scale Head
- Readers (Panels, Loops, Wands, and Portals)
- Management Programs (e.g. CHAPS)
- Tags for CPH Calves, purchased through KBN

### Computer Hardware and Record Management Software

- Accounting Software
- Tax Preparation Software
- Data Base / Inventory Management Software
- Personal Data Assistant (PDA)
- Laptop, personal computer, or other hardware upgrades
- One half the cost of participation in the Kentucky Farm Business Analysis Program

*\*Prerequisites for each section must be fulfilled before funding is disbursed*

(Continued on page 6)



## New Model Programs (cont.)

(Continued from page 5)

**Timber Production, Utilization, & Marketing Program** was established to promote timber production and processing on rural lands, while developing new revenue sources for farmers by growing and utilizing existing and new natural resources.

### Timber Production

Growers are required to obtain a Forest Stewardship or Forest Management Plan free-of-charge from the Kentucky Division of Forestry or equivalent plan that provides technical information for cost-share practices provided for in this Investment Area.

Cost Share Items\*:

- Seeds and seedlings for transplant
- Weed control for tree plantings
- Treatments before, and for up to 3 years after planting, to control weeds including chemical and mechanical treatments and the planting of ground covers suitable for tree plantings
- Timber Stand Improvement (TSI) practices such as thinning, re-

lease, control of invasive species, site preparation treatments for natural regeneration, and pruning for the purpose of improving timber quality and growth

- Fencing for forest management for the purpose of restricting livestock from woodland area, not to include plank fencing
- Water and irrigation supplies and equipment

### Forest Products Utilization and Marketing

Growers should contact the Cooperative Extension Service for information for cost-share items in this Investment Area, including information on small-scale harvesting, milling, drying, and marketing.

Cost Share Items\*:

- Timber and lumber processing equipment sawmills, portable or stationary
- Planers, molders and other similar processing equipment
- Drying equipment and facilities

including equipment for dry kilns, predryers, dry sheds, & air drying yards

- Transportation and packaging equipment (excluding motorized vehicles)
- Computer hardware and software to assist in performance record keeping and financial management
- One half the cost of participation in the Kentucky Farm Business Management Program
- One half the cost of membership in a producer-owned marketing cooperative
- Promotional and advertising materials in an amount not to exceed \$1,000, excludes products or services provided by the Kentucky Department of Agriculture or other state programs.
- Direct-to-consumer sales cost-share items.

*\*Prerequisites for must be fulfilled before funding is disbursed*

**Do you have an agricultural event you would like to promote?**

**Then try our weekly E-mail publication:**

### ***Events In Agriculture***

Send your event information to Kara Keeton, Communications Director, at [karak.keeton@ky.gov](mailto:karak.keeton@ky.gov). Please provide the name of the event, the date, the location, and contact information.

**All information must be received by 4:30 p.m. on Friday for the Monday mailing.**

## Model Program Revisions for 2005

**A**t its December meeting, the Agricultural Development Board approved revisions to the current County Model Programs. The following is a summary of the changes.

### Agricultural Diversification

#### New Investment Areas:

- *Poultry Production* includes two investment categories: Pastured Poultry & Other Fowl, and Commercial Poultry.
- *Agri-tourism*
- *Certified or Commercial Kitchens*

#### New Cost-share items:

- *Commercial Fruit and Sweet Sorghum Production* provides cost-share for cultivation equipment.
- *Greenhouse Construction or Conversion for Horticultural Enterprises* provides cost-share for commercial spraying equipment and protective gear.

#### Investment Areas Removed:

The following investment areas have been removed and now exist as stand alone model programs.

- *Commercial Silviculture*
- *Dairy Production*
- *Swine Production*

### Cattle Genetics Improvement

#### New Cost-share items:

- Artificial insemination procedure
- Estrus synchronization

### Cattle Handling Facilities

#### New Cost-share items:

*Handling Facilities and Equipment for Beef Cattle* added

- creep gates
- creep feeders
- mineral feeders

#### Investment Area Removed:

The following investment area has been removed and now exists as stand alone model programs.

- Shared-use equipment

### Forage Improvement and Utilization

#### Prerequisite Change:

The minimum average herd size for Heavy Use Areas dropped from 25 to 10 animals.

#### New Investment Areas:

- *Forage / Pasture Development* all seed components have been combined
- *Pasture / Grain Improvement* includes lime and soil amendments only

#### New Cost-share item:

- *Custom Seeding* provides for rental of seeding equipment

#### Investment Area Removed:

The following investment area has been removed and now exists as stand alone model programs.

- Shared-use equipment

### Goat Diversification

#### New Cost-share items:

- *Equipment* includes bunk feeders, creep feeders, goat tote and portable kidding pen

- Membership in a producer owned cooperative
- Computer hardware and software
- Half the cost of participation in the Kentucky Farm Business Management Program

### Hay, Straw and Commodity Storage

#### Clarification:

- \$5,000 limit per producer is for the 18-month term of the legal agreement

### Livestock Fencing Improvement

- Administrators now have the option of cost-sharing either by the per acre method or the linear foot method.
- Legal agreement term has been extended to 18 months

### On-farm Water Enhancement

#### Clarification

- Filter fabric pads are eligible materials for cost-share

### Revolving Loan Fund (County)

This program has been suspended to allow staff to work with pilot programs to develop a successful program structure.

*For a complete list of  
Model Program and  
Guideline Changes*

*Visit...  
[http://agpolicy.ky.gov/funds/  
model\\_programs.shtml](http://agpolicy.ky.gov/funds/model_programs.shtml)*

## Board Policies

The Fall of 2004 brought about an intensive strategic planning process for the Agricultural Development Board (ADB), beginning in October when the ADB convened a special two-day planning meeting. At this two-day session Board members reviewed funded projects and programs, along with the goals established in HB 611 and Kentucky's Long-term plan for agriculture.

During this process, the Board also reviewed suggestions and comments from individual and agricultural groups across the state, regarding the direction of future investments with the Kentucky Agricultural Development Fund. From this intensive review and the discussions that followed at the November and December ADB meetings came the establishment of new programs and policies for the future of the Agricultural Development Fund.

### New Programs

The ADB created two competitive awards programs for the 2005 funding year. The first is the **Farmers' Market Competitive Grants Program** with \$1.5 million dollars set aside for regional and community farmers' markets, as well as funds for market feasibility/business planning. The second program is the **Agri-tourism Competitive Awards Program** with \$1 million set aside for agri-tourism businesses and regional agri-tourism marketing

efforts.

Also five new model programs were created to assist producers in continuing their diversification efforts. The five new programs include *Dairy Diversification*, *Shared-use Equipment*, *Swine Diversification*, *Technology*, and *Timber Production, Utilization, & Marketing*. Along with the new programs, the existing model programs were reviewed and revised.

### Funding Policy Statements

The Board approved several policy statements regarding funding decisions.

- The Board will show a preference to forgivable loans for value-added and other applications. Forgiveness should be based upon the financial impact to multiple Kentucky producers.
- Grants will be available for some applicants, including non-profit organizations, research, and educational projects.
- The Board should not provide funds for operating and/or start-up costs. However, the Board will allow an applicant to use operating costs and start-up costs for one year, as a portion of their match not to exceed 50% of the required match.
- An Administrative Entity has to have fulfilled its compliance

requirements before it can be eligible to receive funding for a new application.

### Advanced Agriculture Policy Statement

The ADB should play a role in the development of the plant-made pharmaceuticals industry because of the potential economic impact on Kentucky agriculture.

The ADB should invest in this industry, as allowed by HB 611, with the focus on projects that will benefit and directly assist tobacco dependant farmers by creating opportunities to enter this industry.

Kentucky's agricultural leaders and producers are an invaluable resource, as we address the unprecedented challenges and opportunities presented in Kentucky agriculture. Our agricultural community must continue to work toward building a strong and vibrant agricultural economy. With financial resources from the buy-out and the Agricultural Development Fund, we have an amazing opportunity, if we work together. Only through continued evaluation of the programs and goals on a local and state level can we determine how to invest Agricultural Development Funds.

We have embarked on a long-term project that demands the continued commitment of all involved.



## Kentucky Agricultural Finance Corporation

**A**t the November Kentucky Agricultural Finance Corporation (KAFC) meeting, the Board approved two new investment funds: the Agricultural Processing Investment Fund and the Tobacco Grower Investment Fund.

The **Agricultural Processing Investment Fund** was developed to provide loan opportunities to companies and individuals in Kentucky interested in agricultural processing. KAFC will provide and/or participate in loans or make investments in Kentucky entities that add value to Kentucky grown agricultural commodities through further processing. Funding opportunities will be made available to entities interested in any of the following: construction of new facilities, renovation of existing facilities, or the expansion of existing facilities.

The **Tobacco Grower Investment Fund** was developed to provide loan opportunities to tobacco farmers in Kentucky interested in making operational transitions. KAFC will provide and/or participate in loans for individual

tobacco producers for capital expenditures for agricultural projects involving real estate and/or improvements.

The first program available to producers under the new Tobacco Grower Investment Fund is the *Down Payment Guarantee Program*. This program is designed to encourage lenders to make real estate and improvement loans enabling farmers to expand, diversify, and improve the overall profitability of their operations.

Producers can qualify for financing to buy farmland or construct new structures with no down payment. Refinancing and operating loans are not eligible within this program.

Additionally, the Kentucky Agricultural Finance Corporation will facilitate loans of up to \$200,000 by providing the lender with a Certificate of Deposit equaling 25% of the loan not to exceed \$50,000.

A producer's local lender will evaluate and originate the loan. Under normal circumstances, the KAFC redeems its CD plus ac-

crued interest when the borrower has reduced the principal balance to 75% of the original loan. If the loan goes into default, then the lending institution can liquidate the CD to recoup any losses up to the value of the CD plus accrued interest.

Producers and lenders must meet the basic qualifications to apply for the *Down Payment Guarantee Program*. Producers must have a history of tobacco income, have a minimum of 10% additional collateral for the project to be financed, and the project to be financed must be located in Kentucky. Additionally, lenders must have an office in Kentucky and work with the borrower to complete an application and forward required information to KAFC for approval.

To learn more about the *Down Payment Guarantee Program* and other opportunities available through the Kentucky Agricultural Finance Corporation contact Tim Hughes, KAFC Marketing and Business Development Coordinator, at (502) 564-4627 or visit the KAFC website at <http://kafc.ky.gov/>.

### Down Payment Guarantee Program Example

Farmer Joe enquires with his bank about a loan to construct a new freestall barn, which costs \$100,000. The bank is willing to make a \$75,000 loan for 10 years at a fixed interest of 8%\*. Although the new facility will improve animal health and profitability, Farmer Joe postpones the project because he does not have the \$25,000 down payment.

With the *Down Payment Guarantee Program*, Farmer Joe does not have to provide the \$25,000 down payment. The bank will receive a 25% guarantee from KAFC, and will make a \$100,000 loan at a fixed interest of 6.5%\* for a term of 10 years.

\*Interest rates will vary depending on project and lending institution.

## Investment Update

### Kentucky Beef Network

**A**lthough the discovery of Bovine Spongiform Encephalopathy (BSE) [commonly called Mad Cow disease] in Washington state in December 2003 has cost the Kentucky cattle industry millions of dollars, the short-term affects have been softened by record market prices, while the long-term repercussions remain unpredictable. As a result 2004 cash receipts for cattle are likely to be at an all-time high, while cattle farmers nervously ponder the implications if a second case of BSE were to be discovered in the US.

The **Kentucky Beef Network, LLC (KBN)** has positioned itself to minimize the impact of the worst case scenario and to take full advantage of the best case scenario. The KBN Data Management System, initially created for production management and data sharing, has been modified to provide rapid traceability of animals throughout the beef production chain. This rapid trace back of animals would minimize the long-term detrimental market impacts of the discovery of another BSE-infected animal. It also provides for value enhancement in premium programs.

KBN is working on several projects to take advantage of this system. On behalf of the Southeastern Livestock Network (SLN) [see page 11], KBN has entered into an agreement, to provide the system for tracing ani-

mals back to the farm of birth, with a company that annually purchases 250,000 cull cows and bulls. A major beef retailer and a restaurant chain are the driving forces behind this program, indicating the demand for origin verification is likely to be driven faster by the market than the federal government.

This tracking project centers on working within the current marketing system to provide the traceability. The processor has committed to purchase the cows for this premium program from the 10 SLN states. It has traditionally purchased a very small percentage of its supply from Kentucky in the past.

There are several companies attempting to offer similar services, but there are significant differences that give KBN an advantage. First and foremost is that KBN is a producer-owned company that has a top priority of minimizing the burden (financial and otherwise) on producers who participate in its traceability programs. Second, KBN is working diligently to protect the current marketing system and to avoid the potential for animal identification and tracking leading to vertical integration.

In addition to this large cull cow and bull tracking project, KBN is also working with other companies to verify origin for cattle in the CPH-45 feeder calf sales. This initiative, along with others, will play a major role in smoothing the road to reopening ex-

port markets, which contribute up to 15 percent to the cattle market.

The financial return to Kentucky cattlemen who participate in origin verification programs could be significant over the next few years. Assuming the cow tracking program includes 25,000 Kentucky cows, Kentucky producers would receive an additional \$500,000 over the current market value. Based on preliminary numbers it appears that the ability to provide timely origin and age verification information on feeder cattle coming through CPH-45 has elevated the value of those calves as much as \$2 per hundredweight. This alone could add as much as \$3 million to the overall value of CPH-45 calves.

Quantifying these accomplishments is difficult, as it is impossible to measure the value of elevating the reputation and marketability of all cattle coming out of Kentucky because these systems are in place. However, there is no question that many producers are benefiting from this elevated value because of the work of the Kentucky Beef Network, LLC.



## 2005 KADF Annual Meeting

**T**he purpose of the 2005 Kentucky Agricultural Development Fund Annual Meeting is to foster a greater awareness of the agricultural development process and the policies and programs of the Kentucky Agricultural Development Fund. Event highlights include the Kentucky Opportunity Marketplace exhibit area, Kentucky product samples, policy & program updates, and an Awards Luncheon.

### Who Should Attend?

The 2005 KADF Annual Meeting is designed for County Council members, County Extension Agents, Program Administrators, and others interested in the future of the Kentucky Agricultural Development Fund.

General sessions will cover the programs and policies of the Agricultural Development Fund, as well as any changes to those policies and programs. Breakout sessions will focus on program administration, project development, and

leadership.

### Registration:

After January 6, registration is \$30 per person. Those who wish to participate may mail, e-mail, or fax their registration form and mail their registration fee to the Governor's Office of Agricultural Policy. Registration forms are available at <http://agpolicy.ky.gov> or by calling (502) 564-4627.

Many changes have taken place over the last few months in the programs and policies of the Agricultural Development Fund and the Agricultural Development Board. We hope that you will all be able to join us for this annual event. Please feel free to call our office should you have any questions about this event.

**2005 KADF Annual Meeting**  
January 20, 2005  
Lexington Convention Center  
9:00 a.m.—4:30 p.m. EST

### Exhibits:

The following is a sample list of exhibitors that will be in attendance:

- Chaney's Dairy Barn\*
- Commodity Growers
- Community Farm Alliance
- Green River Cattle Co.\*
- KCCD
- KY Department of Agriculture
- KY Entrepreneurial Coaches
- KY Equine Education Program
- KY Farm Bureau
- KY Farm Business Management Program
- KY Goat Producers\*
- KY Horticulture Council
- KY Pork Producers
- KY Poultry Federation\*
- KY Produce & Aquaculture Alliance
- KY Sheep & Wool Producers
- KY Women in Agriculture
- Kentucky State University
- McDowell Farms Salsa\*
- New Crop Opportunities Center
- Shuckman's Fish Co. & Smokery\*
- USDA Natural Resources

\*Providing Food Samples

## Kentucky Beef Network and the Southeastern Livestock Network

**I**n the fall of 2003 cattlemen leaders from several Southeastern states contacted the Kentucky Beef Network, LLC (KBN) to learn about the cattle related projects underway in the Commonwealth, especially KBN's work in animal identification and traceability. That initial contact led to several meetings and conference calls and ultimately to the creating of the Southeastern Livestock Network, LLC (SLN) last June.

Owned by KBN and nine state cattlemen's associations across the Southeast, SLN represents 20 percent of the nation's beef cow herd, and 25 percent of the producers. A top goal of SLN is to protect the small herds and marketing through the auction market system, which comprise the backbone of the cattle industry in all the states. This cooperative approach increases the leverage to assure reaching this goal.

The states involved in SLN include Kentucky, Alabama, Georgia, Louisiana, Mississippi, North Carolina, South Carolina, Tennessee, Virginia, and West Virginia.

## Governor's Office of Agricultural Policy

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The **Governor's Office of Agricultural Policy (GOAP)** provides a direct link between the Governor and one of the Commonwealth's most important industries. GOAP administers the Kentucky Agricultural Development Board (Phase I), the Kentucky Tobacco Settlement Trust Corporation (Phase II), and the Kentucky Agricultural Finance Corporation (KAFC), as well as other Boards and Commissions.

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[HTTP://AGPOLICY.KY.GOV](http://agpolicy.ky.gov)



### Governor's Office of Agricultural Policy

404 Ann Street  
Frankfort, KY 40601

**Making a difference,  
one producer at a time.**

**\$155 million**  
in Agricultural Development Funds  
have already made an impact on  
Kentucky producers.

50% of Kentucky's Tobacco Settlement Fund is being invested into agriculture for diversification and market development. The Kentucky Ag producer is better able to meet the challenges facing the future of farming.  
To learn more, visit [kybeef.com](http://kybeef.com), [westkentuckygrowers.com](http://westkentuckygrowers.com) and [otherwhitemeat.com](http://otherwhitemeat.com)

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